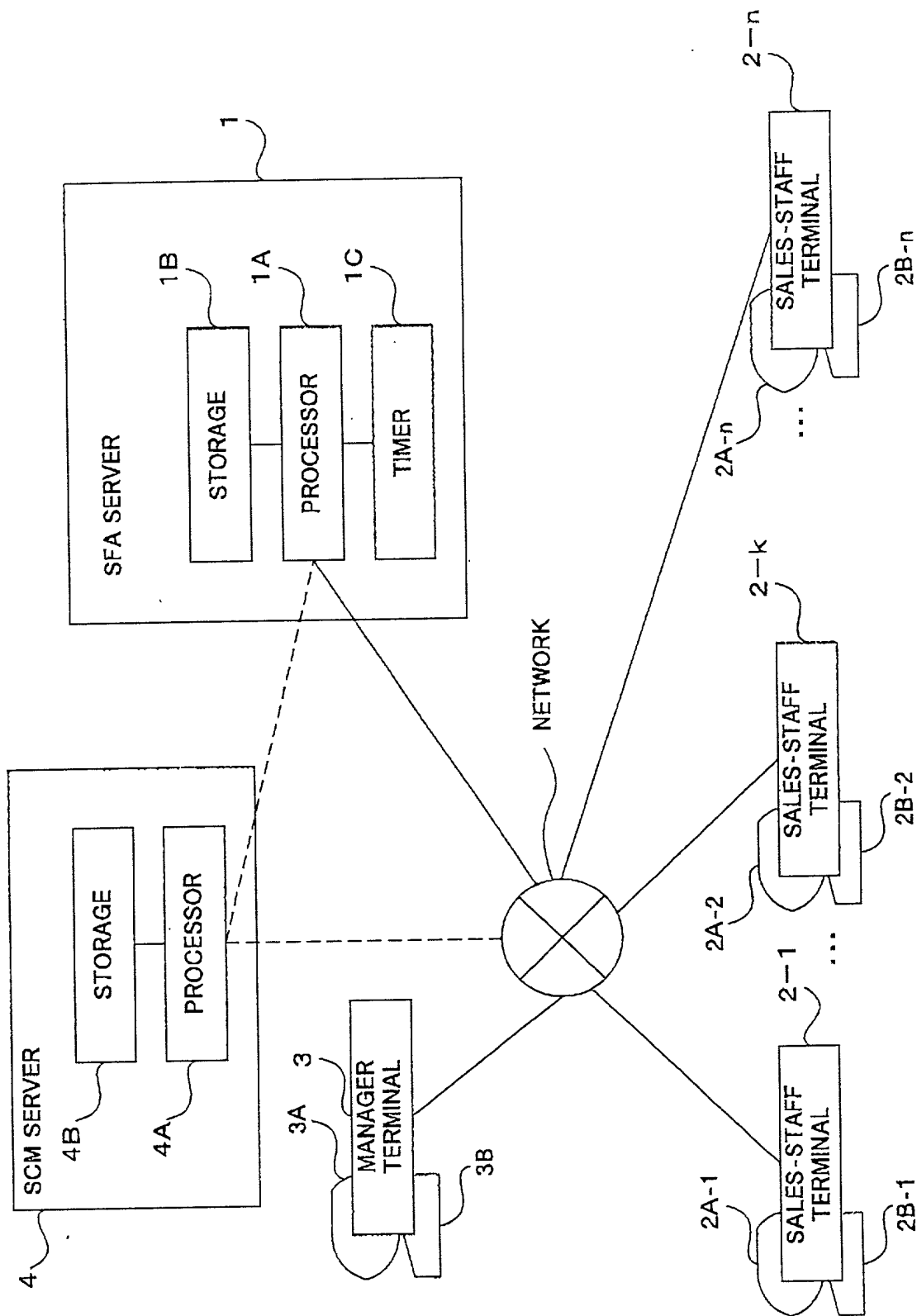


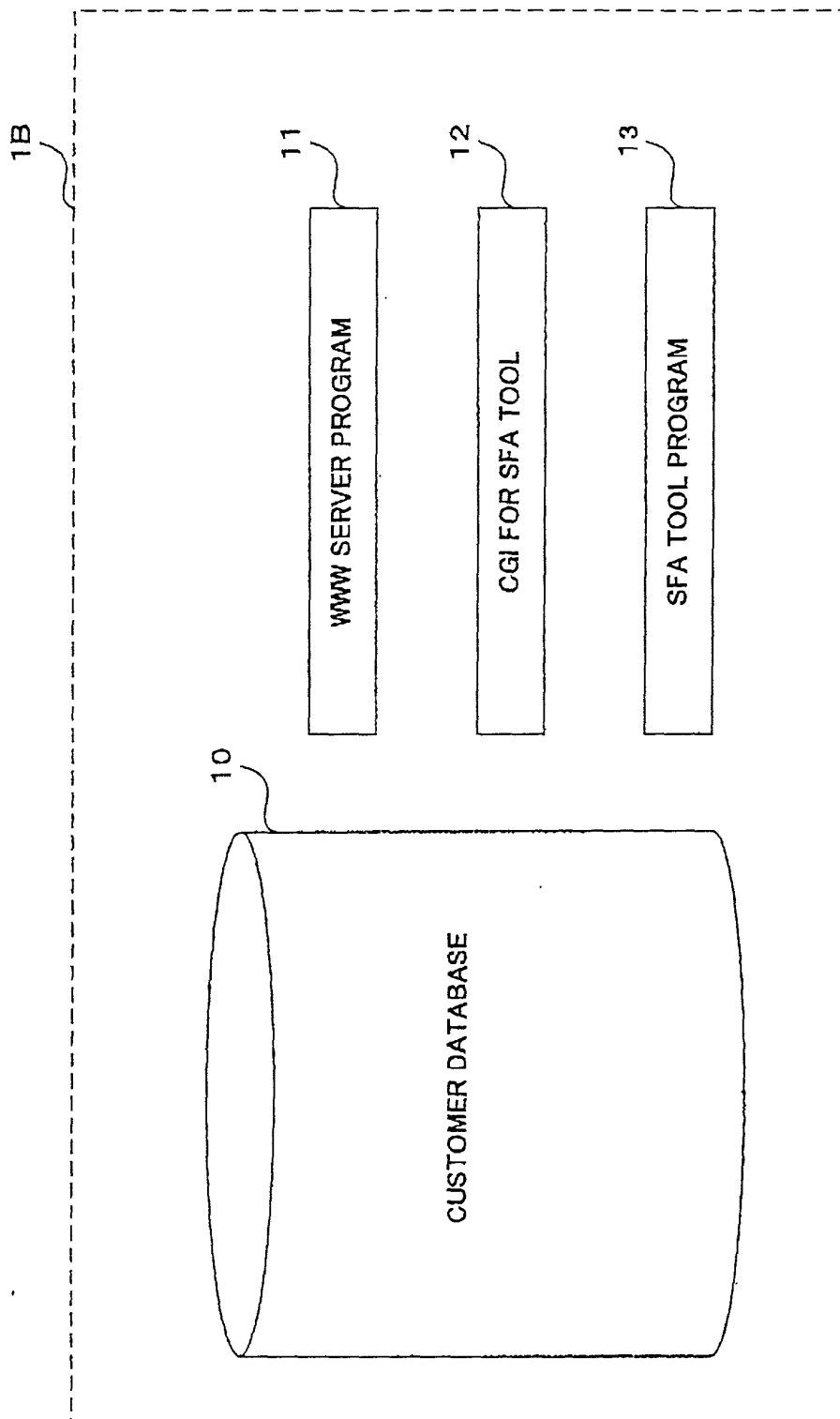
1/14

FIG. 1



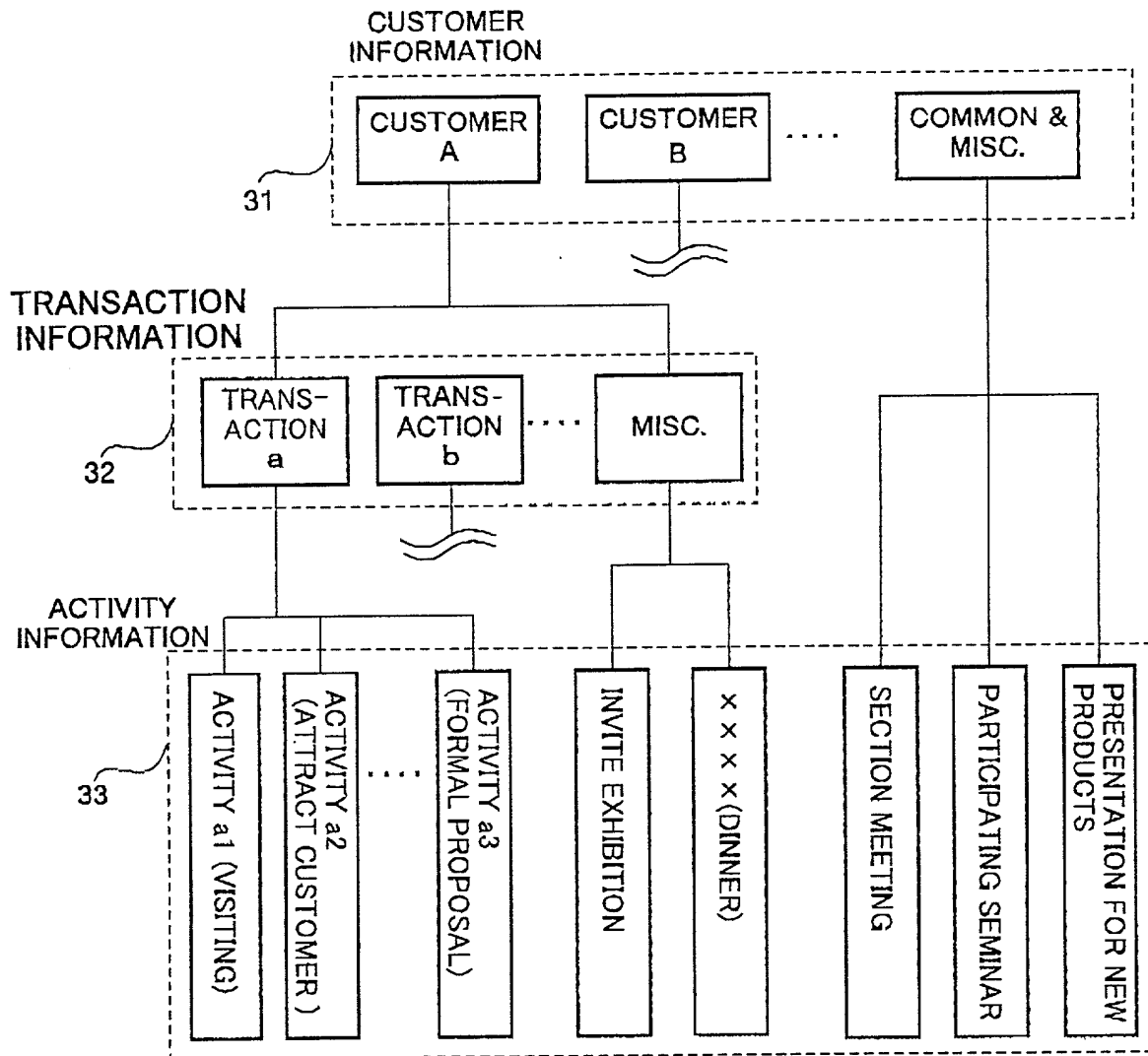
2/14

FIG. 2



3/14

FIG. 3



4/14

FIG. 4

41 CUSTOMER 42 SECTION 43 STAFF 44 TRANSACTION 45 ACTIVITY 46 CALENDAR

SELECTION OF TARGET ITEM -> SPECIFY TAB OF TARGET ITEM.

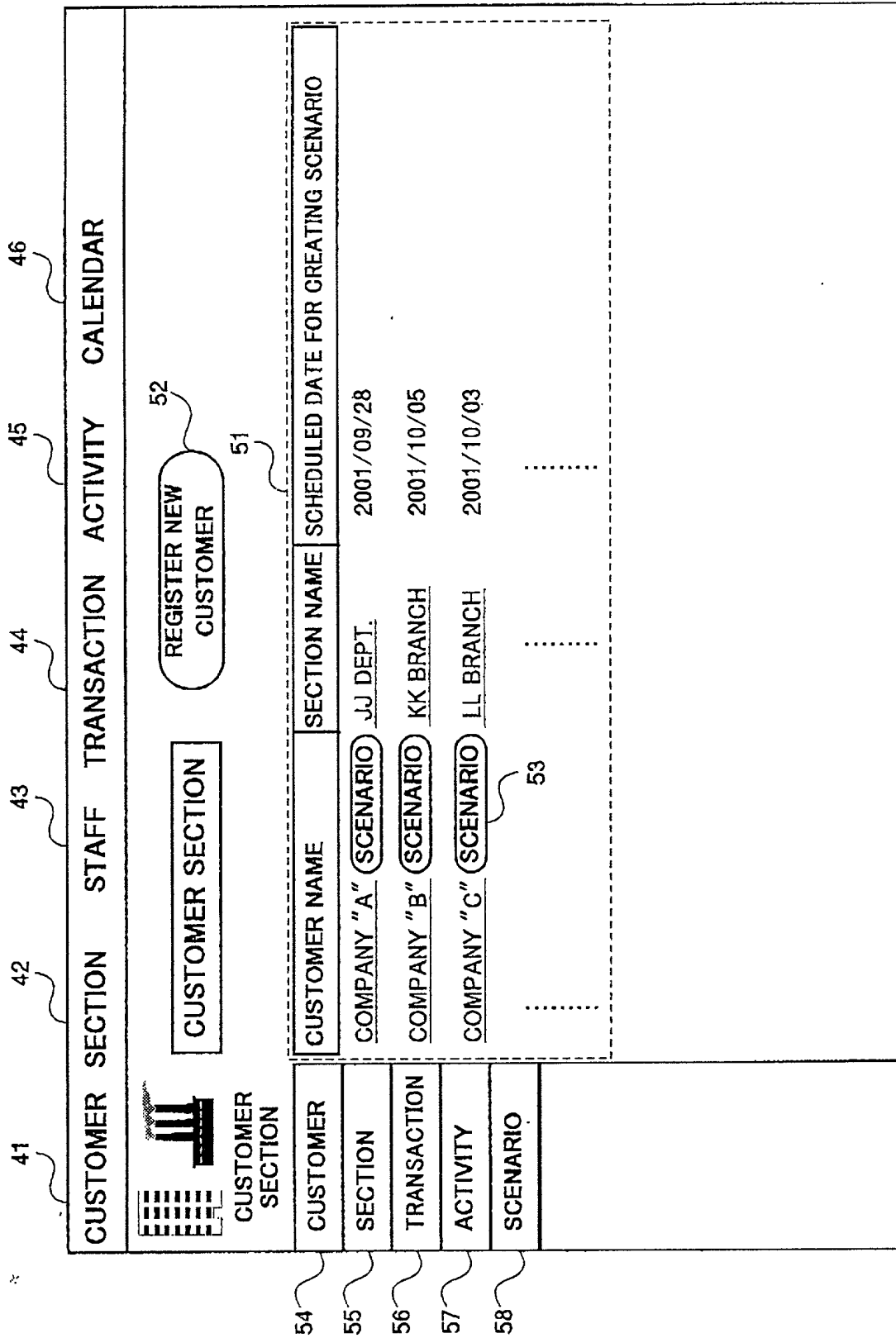
SELECT

NAME

PASSWORD

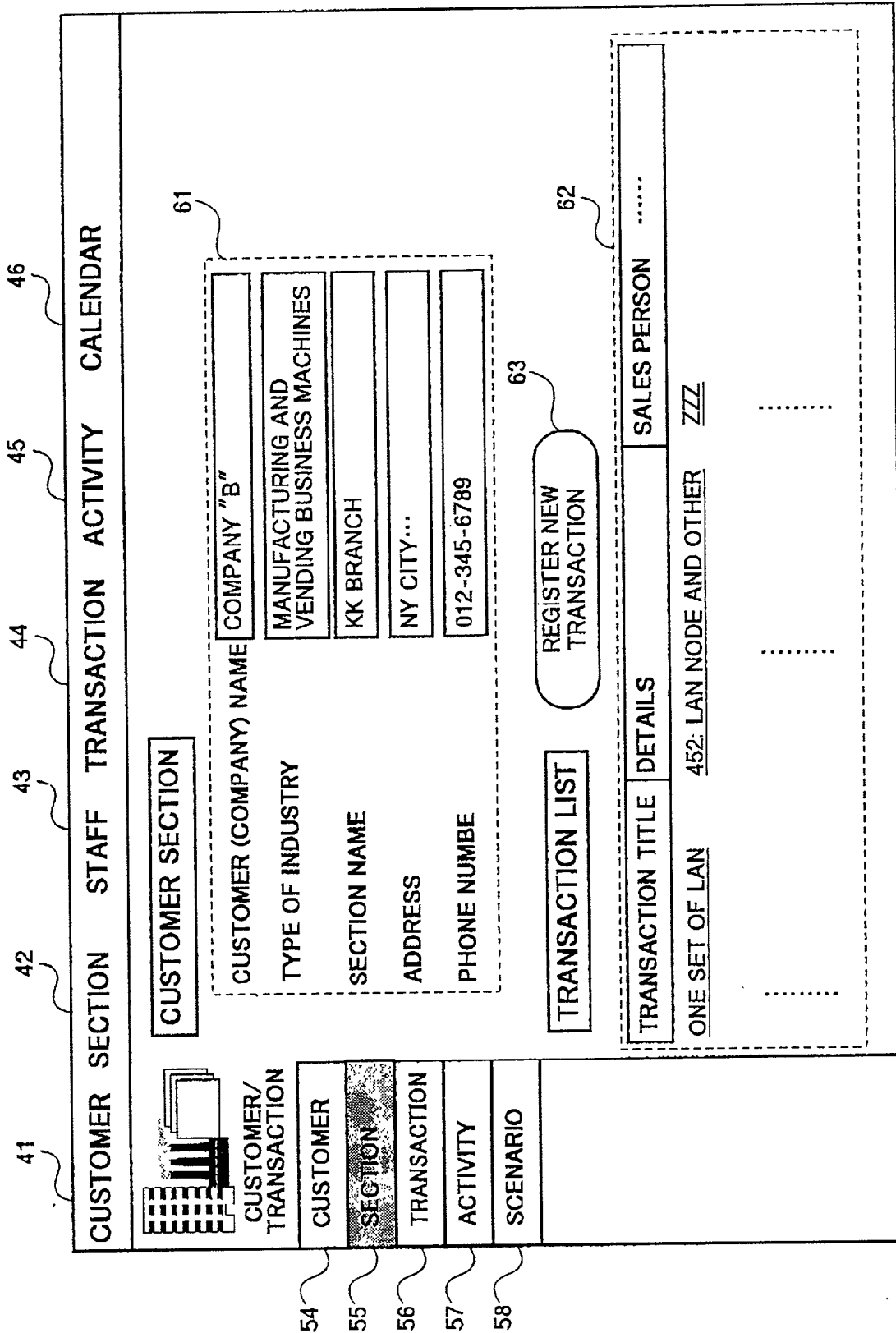
5/14

FIG. 5



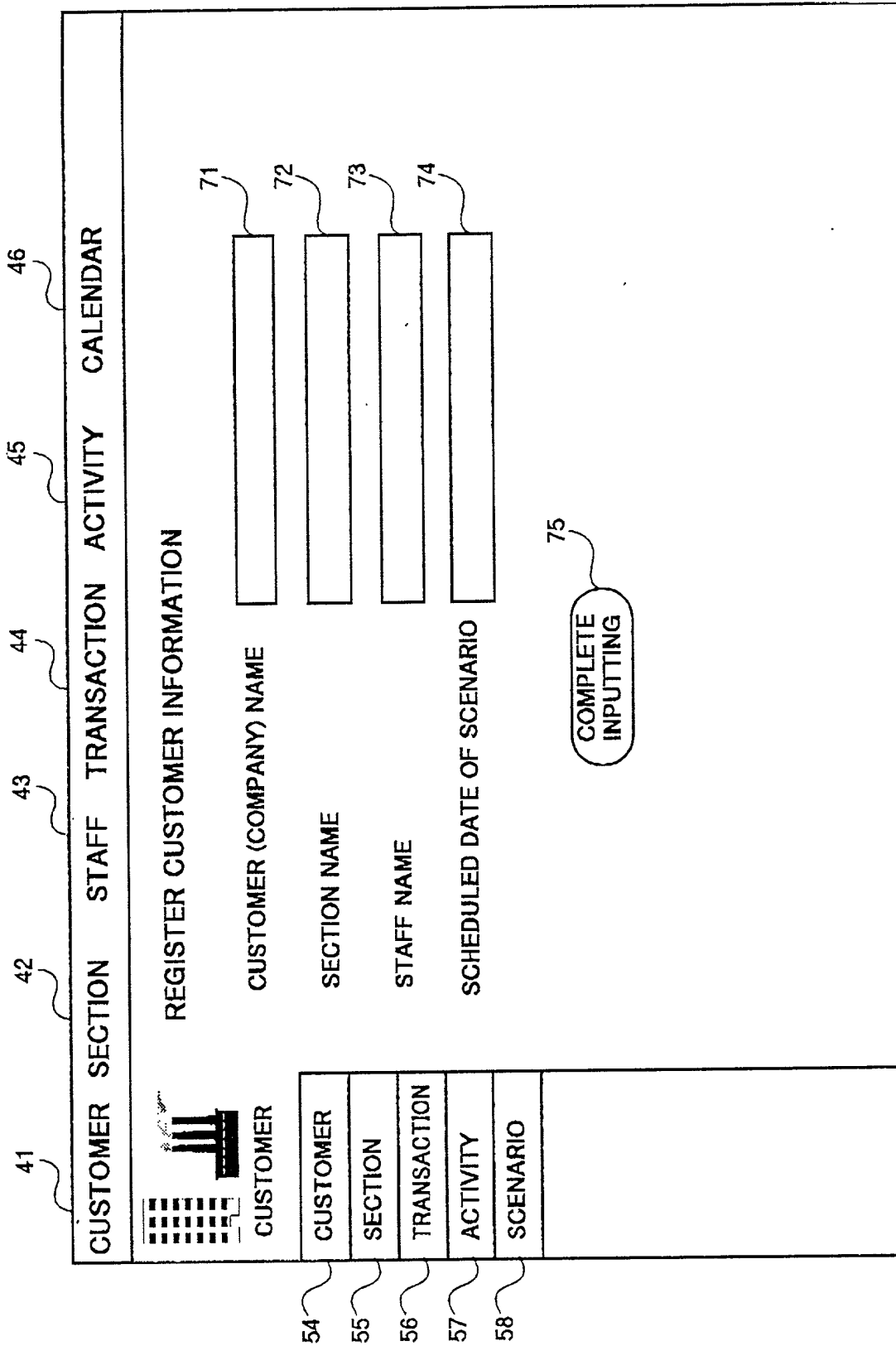
6/14

FIG. 6



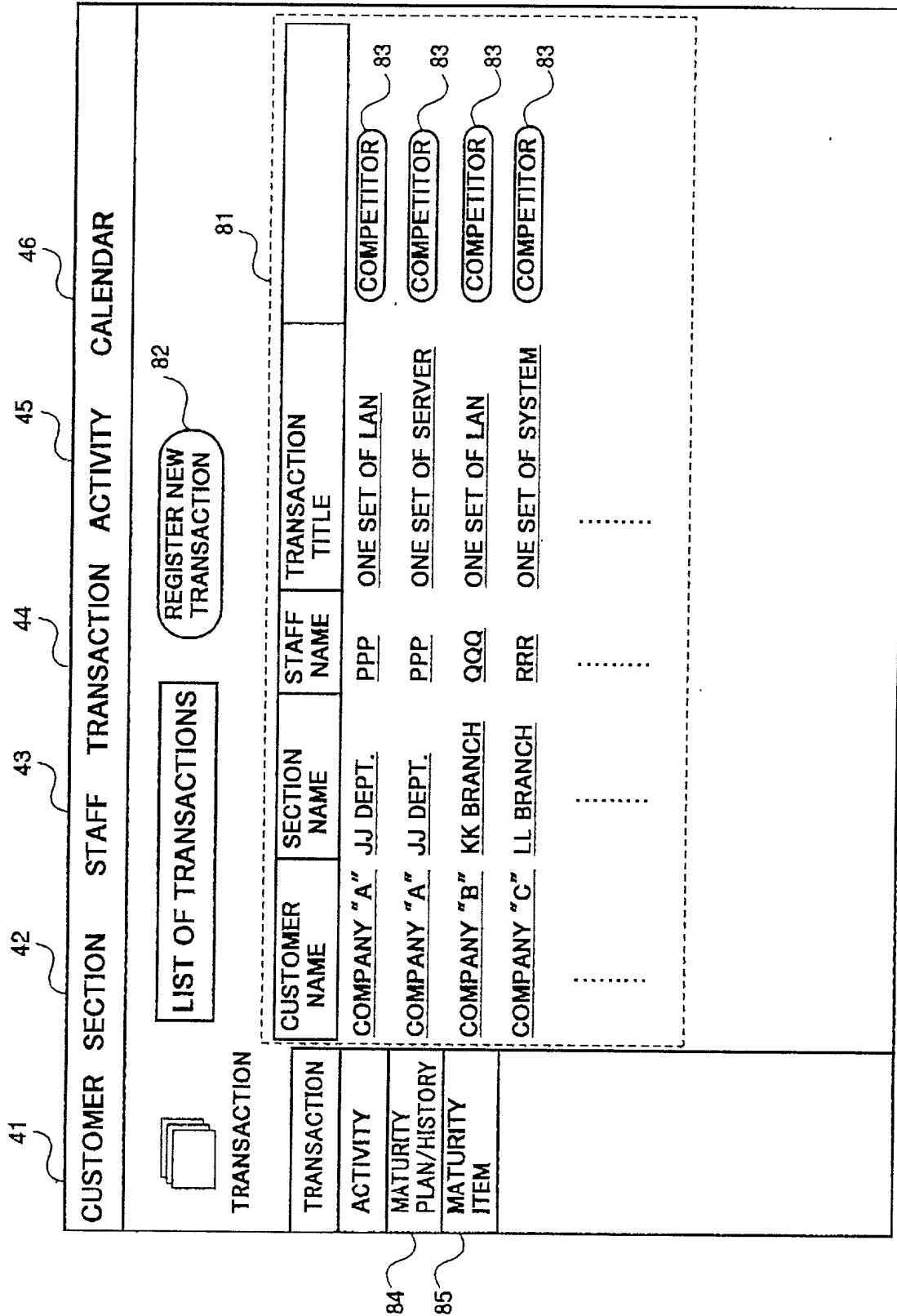
7/14

FIG. 7



8/14

FIG. 8



9/14

FIG. 9

41	42	43	44	45	46
CUSTOMER	SECTION	STAFF	TRANSACTION	ACTIVITY	CALENDAR
<div>41</div> <div>TRANSACTION</div> <div>TRANSACTION</div> <div>ACTIVITY</div> <div>MATURITY PLAN/HISTORY</div> <div>MATURITY ITEM</div>	<div>91</div> <div>TRANSACTION</div> <div>CUSTOMER NAME</div> <div>COMPANY "B"</div> <div>TRANSACTION TITLE</div> <div>ONE SET OF LAN</div> <div>SECTION NAME</div> <div>KK BRANCH</div> <div>SALES STAFF NAME</div> <div>ZZZ</div> <div>STAFF NAME</div> <div>YYY</div> <div>MATURITY STAGE</div> <div>05-UNDERSTANDING NEEDS ...</div>				
	<div>92</div> <div>MATURITY PLAN/HISTORY</div> <div>MATURITY</div> <div>SCHEDULED DATE</div> <div>COMPLETION DATE</div> <div>.....</div>				
	<div>01-MAKING CONNECTION</div> <div>2001/08/01</div> <div>2001/08/01</div>				
	<div>02-MAKING RELATION</div> <div>2001/08/06</div> <div>2001/08/06</div>				
	<div>03-EXAMINING CIRCUMSTANCE</div> <div>2001/08/10</div> <div>2001/08/10</div>				
<div>04-ATTRACTING CUSTOMER</div> <div>2001/08/21</div> <div>2001/08/22</div>					
<div>05-UNDERSTANDING NEEDS</div> <div>2001/08/27</div> <div>2001/08/27</div>					
<div>06-PICKING UP PROBLEMS</div> <div>2001/08/31</div> <div>2001/08/31</div>					
<div>07-FORMAL PROPOSAL</div> <div>2001/09/07</div> <div>2001/09/07</div>					
<div>08-CLEARING OBSTRUCTIVES</div> <div>2001/09/12</div> <div>2001/09/12</div>					
<div>09-ENTERING INTO CONTRACT</div> <div>2001/09/14</div> <div>2001/09/14</div>					

84

85

10/14

FIG. 10

	41	42	43	44	45	46
	CUSTOMER	SECTION	STAFF	TRANSACTION	ACTIVITY	CALENDAR
	<div>41</div> <div>TRANSACTION</div> <div>TRANSACTION</div> <div>ACTIVITY</div> <div>MATURITY PLAN/HISTORY</div> <div>MATURITY ITEM</div>	<div>101</div> <div>TRANSACTION</div> <div> <div>CUSTOMER NAME</div> <div>COMPANY "B"</div> </div> <div> <div>SECTION NAME</div> <div>KK BRANCH</div> </div> <div> <div>STAFF NAME</div> <div>YYY</div> </div> <div> <div>TRANSACTION TITLE</div> <div>ONE SET OF LAN</div> </div> <div> <div>SALES STAFF NAME</div> <div>ZZZ</div> </div> <div> <div>MATURITY STAGE</div> <div>05-UNDERSTANDING NEEDS ...</div> </div>				
84		<div>102</div> <div>MATURITY ITEM</div> <div> <div>MATURITY STAGE 2- MAKING RELATION</div> <div>- MAKE NEW CONTACTS WITH IMPORTANT PERSON(S) OF CUSTOMER</div> <div>- FIND OUT DECISION-MAKER IN CHARGE OF PURCHASING GOODS AND KEY- PERSON IN AUTHORITY</div> <div>- KEEP IN TOUCH WITH KEY- PERSON</div> </div> <div>NOTE: NOTHING PARTICULARLY</div>				
85						

11/14

FIG.11

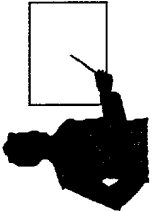
41
42
43
44
45
46

CUSTOMER	SECTION	STAFF	TRANSACTION	ACTIVITY	CALENDAR																																																	
<div style="display: flex; justify-content: space-between; align-items: center;"> <div style="width: 30%;"> <div style="border: 1px solid black; padding: 5px; margin-bottom: 5px;"> </div> <div style="border: 1px solid black; padding: 5px;"> <p style="text-align: center;">LIST OF ACTIVITIES</p> </div> </div> <div style="width: 65%; border: 1px solid black; padding: 5px;"> <div style="border: 1px solid black; padding: 5px; margin-bottom: 5px; text-align: center;"> REGISTER NEW ACTIVITY </div> <div style="border: 1px dashed black; padding: 5px;"> <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="width: 25%;">DETAILS OF ACTIVITY</th> <th style="width: 15%;">MATURITY STAGE</th> <th style="width: 15%;">SCHEDULED DATE</th> <th style="width: 15%;">TIME</th> <th style="width: 15%;">CUSTOMER NAME</th> <th style="width: 15%;">SECTION NAME</th> <th style="width: 15%;">TRANSACTION TITLE</th> </tr> </thead> <tbody> <tr> <td>CREATE PROPOSAL</td> <td>07</td> <td>2001/08/20</td> <td>10:00</td> <td>COMPANY "A"</td> <td>JJ DEPT.</td> <td>ONE SET OF LAN</td> </tr> <tr> <td>PR OF NEW PRODUCT</td> <td>04</td> <td>2001/08/20</td> <td>15:00</td> <td>COMPANY "A"</td> <td>JJ DEPT.</td> <td>ONE SET OF SERVER</td> </tr> <tr> <td>PR OF NEW PRODUCT</td> <td>04</td> <td>2001/08/21</td> <td>10:00</td> <td>COMPANY "B"</td> <td>KK BRANCH</td> <td>ONE SET OF LAN</td> </tr> <tr> <td>CREATE PROPOSAL</td> <td>07</td> <td>2001/08/21</td> <td>13:00</td> <td>COMPANY "C"</td> <td>LL BRANCH</td> <td>ONE SET OF SYSTEM</td> </tr> <tr> <td>PRESENT PROPOSAL</td> <td>07</td> <td>2001/08/23</td> <td>10:00</td> <td>COMPANY "A"</td> <td>JJ DEPT.</td> <td>ONE SET OF LAN</td> </tr> <tr> <td style="text-align: center;">⋮</td> <td style="text-align: center;">⋮</td> <td style="text-align: center;">⋮</td> <td style="text-align: center;">⋮</td> <td style="text-align: center;">⋮</td> <td style="text-align: center;">⋮</td> <td style="text-align: center;">⋮</td> </tr> </tbody> </table> </div> </div> </div>						DETAILS OF ACTIVITY	MATURITY STAGE	SCHEDULED DATE	TIME	CUSTOMER NAME	SECTION NAME	TRANSACTION TITLE	CREATE PROPOSAL	07	2001/08/20	10:00	COMPANY "A"	JJ DEPT.	ONE SET OF LAN	PR OF NEW PRODUCT	04	2001/08/20	15:00	COMPANY "A"	JJ DEPT.	ONE SET OF SERVER	PR OF NEW PRODUCT	04	2001/08/21	10:00	COMPANY "B"	KK BRANCH	ONE SET OF LAN	CREATE PROPOSAL	07	2001/08/21	13:00	COMPANY "C"	LL BRANCH	ONE SET OF SYSTEM	PRESENT PROPOSAL	07	2001/08/23	10:00	COMPANY "A"	JJ DEPT.	ONE SET OF LAN	⋮	⋮	⋮	⋮	⋮	⋮	⋮
DETAILS OF ACTIVITY	MATURITY STAGE	SCHEDULED DATE	TIME	CUSTOMER NAME	SECTION NAME	TRANSACTION TITLE																																																
CREATE PROPOSAL	07	2001/08/20	10:00	COMPANY "A"	JJ DEPT.	ONE SET OF LAN																																																
PR OF NEW PRODUCT	04	2001/08/20	15:00	COMPANY "A"	JJ DEPT.	ONE SET OF SERVER																																																
PR OF NEW PRODUCT	04	2001/08/21	10:00	COMPANY "B"	KK BRANCH	ONE SET OF LAN																																																
CREATE PROPOSAL	07	2001/08/21	13:00	COMPANY "C"	LL BRANCH	ONE SET OF SYSTEM																																																
PRESENT PROPOSAL	07	2001/08/23	10:00	COMPANY "A"	JJ DEPT.	ONE SET OF LAN																																																
⋮	⋮	⋮	⋮	⋮	⋮	⋮																																																

REGISTER NEW TRANSACTION

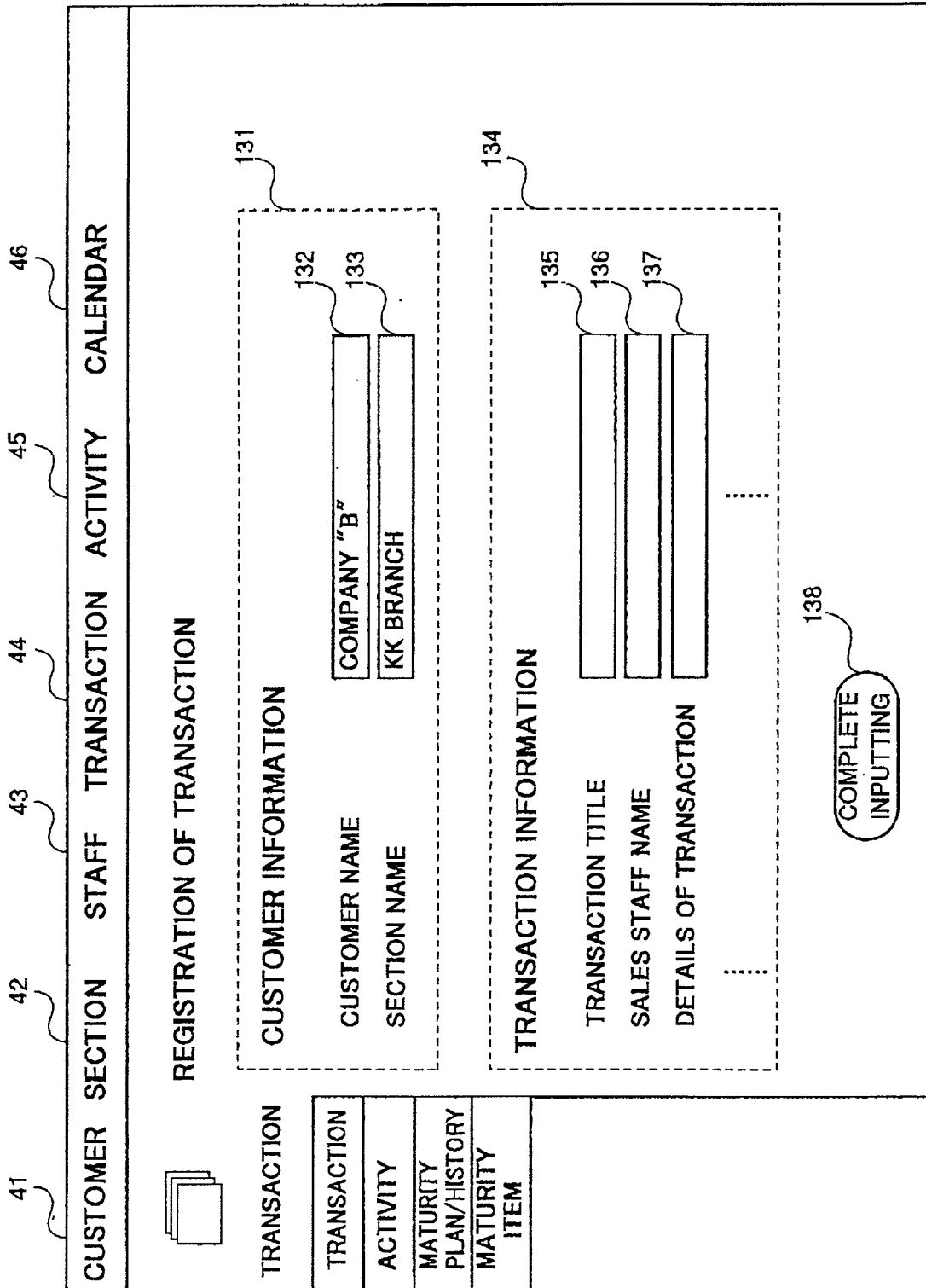
12/14

FIG.12

41	42	43	44	45	46
CUSTOMER	SECTION	STAFF	TRANSACTION	ACTIVITY	CALENDAR
 ACTIVITY	REGISTRATION OF ACTIVITY				
	CUSTOMER INFORMATION				
	CUSTOMER NAME 121				
	SECTION NAME 122				
	TRANSACTION INFORMATION				
	TRANSACTION TITLE 123				
	ACTIVITY INFORMATION				
	DETAILS OF ACTIVITY 124				
	SCHEDULED DATE 125				
	MATURITY 126				
127 COMPLETE INPUTTING					

13/14

FIG. 13



14/14

FIG.14

CUSTOMER	SECTION	STAFF	TRANSACTION	ACTIVITY	CALENDAR
<div style="display: flex; justify-content: space-around; align-items: center;"> <div style="border: 1px solid black; padding: 5px; text-align: center;"> </div> <div style="border: 1px solid black; padding: 5px; text-align: center;"> MONTHLY CALENDAR </div> <div style="text-align: right;"> 141 <div style="border-bottom: 1px solid black; width: 100px; display: inline-block;"></div> <div style="border-left: 1px solid black; border-top: 1px solid black; border-bottom: 1px solid black; width: 15px; height: 15px; display: flex; align-items: center; justify-content: center;">▼</div> </div> </div>					
<div style="display: flex; justify-content: space-between;"> <div style="width: 20%;"> <div style="border: 1px solid black; padding: 2px; text-align: center;">CALENDAR</div> <div style="display: flex; justify-content: space-between; margin-top: 5px;"> <div style="width: 30%;"> <div style="border: 1px solid black; padding: 2px; text-align: center;">DAILY</div> <div style="border: 1px solid black; padding: 2px; text-align: center;">WEEKLY</div> <div style="background-color: #cccccc; border: 1px solid black; padding: 2px; text-align: center;">MONTHLY</div> </div> <div style="width: 70%;"> <div style="border: 1px solid black; padding: 2px; text-align: center;">ACTIVITY</div> </div> </div> </div> </div>					
AUGUST 2001					
MON	TUE	WED	THURS	FRI	SAT/SUN
30	31	1	2	3	4/5
6	7	8	9	10	11/12
13	14	15	16	17	18/19
20 9:00 REGULAR MEETING 10:00 "A" /LAN- CREATE PROPOSAL 15:00 "A" /SERVER-PR FOR NEW PRODUCTS	21 10:00 "B" /LAN-PR FOR NEW PRODUCTS 13:00 "C" /SYSTEM- CREATE PROPOSAL	22	23 10:00 "A" /LAN- PRESENT PROPOSAL	24	25/26
27	28	29	30	31	1/2

142